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UNITED STATES DISTRICT COURT WESTERN DISTRICT OF WASHINGTON AT SEATTLE

C 07-0521 JPの

BLUE NILE, INC., a Delaware corporation,

Plaintiff,

V.

ICE.COM, INC., a Delaware corporation, and SHMUEL GNIWISCH, an individual,

Defendants.

No.

COMPLAINT

JURY DEMAND



07-CV-00521-CMP

In and for its Complaint, plaintiff Blue Nile, Inc. alleges as follows:

I. NATURE OF THE CASE

- 1. This action arises from Ice.com, Inc.'s repeated knowing, willful and intentional copying of Blue Nile's intellectual property. This is the *third* complaint in eighteen months that Blue Nile has had to file to stop infringements of its intellectual property on the Diamond.com website now owned and operated by Ice.com and its principal Shmuel Gniwisch.
- 2. The first complaint against the prior owner of the Diamond.com website involved copying the unique and distinctive diamond photographs from Blue Nile's diamond retail website to advertise and sell diamonds on the competing Diamond.com website. Ice.com was not a defendant in that case, but it was in the midst of acquiring the Diamond.com business at

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the time of the lawsuit and was fully aware of the allegations, claims and settlement regarding the unlawful copying of Blue Nile's valuable intellectual property.

- The second complaint to which Ice.com was a defendant involved its redesign of 3. key features of the Diamond.com website to mimic highly successful and renowned features of Blue Nile's retail websites and, once again, the unauthorized and illicit copying of a unique and distinctive Blue Nile diamond photograph to advertise and sell diamonds on the competing Diamond.com website. After lengthy negotiations, Blue Nile accepted a settlement with Ice.com.
- This week, Blue Nile discovered one of its most widely used and highly valuable 4. diamond photographs copied and displayed on the Diamond com website, once again in violation of federal copyright law and in violation of the terms of the settlement agreement between Blue Nile and Ice.com. Blue Nile has therefore filed this third complaint to obtain an injunction as well as damages for the illegal appropriation of its intellectual property. It is Blue Nile's hope that, while a contractual agreement not to infringe Blue Nile's intellectual property did not stop Ice.com and Mr. Gniwisch, perhaps a court-ordered and enforced injunction will.

PARTIES Π.

- 5. Plaintiff Blue Nile is a Delaware corporation that maintains its principal place of business at 705 Fifth Avenue South, Suite 900, Seattle, Washington 98104. Blue Nile owns and operates an online diamond and fine jewelry retail sales business through the websites www.bluenile.com, www.bluenile.ca, and www.bluenile.co.uk.
- Defendant Ice.com is a Delaware corporation with its principal place of business 6. in Champlain, New York. Ice.com is the current owner and operator of the Diamond.com online diamond and jewelry retail sales business at the web address www.diamond.com. The www.diamond.com website is distributed and displayed in interstate commerce and within this judicial district. Ice.com competes directly with Blue Nile in online retail sales of diamonds and diamond jewelry.

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Defendant Shmuel Gniwisch is a resident of Canada, and, at all times relevant 7. was and still is the principal and Chief Executive Officer of Ice.com. Mr. Gniwisch has responsibility for the control, management, operation and maintenance of the affairs of Ice.com; he has the right and ability to supervise those responsible for the infringing conduct; and the acts complained of were done with his active assistance, cooperation, acquiescence and procurement, and he derives financial benefit from them.

ПТ. JURISDICTION AND VENUE

- 8. This Court has subject-matter jurisdiction over Blue Nile's copyright claims pursuant to 28 U.S.C. § 1331 (federal question) and 28 U.S.C. § 1338(a) (copyright).
- 9. This Court has subject-matter jurisdiction over Blue Nile's state law claims pursuant to 28 U.S.C. § 1367(a) because those claims are so related to the federal claims as to form part of the same case or controversy.
- Venue is proper in this district under 28 U.S.C. § 1391(b) and (c) because a substantial part of the events giving rise to Blue Nile's claims occurred in this district and because Ice.com is subject to personal jurisdiction in this district.

IV. FACTS AND BACKGROUND

A. BLUE NILE

- Founded in 1999, Blue Nile is now the leading online retailer of certified diamonds and fine jewelry. In contrast to traditional retail diamond sales practices, Blue Nile offers on its websites abundant and detailed information to educate diamond and diamond jewelry buyers and potential buyers on the qualities and characteristics of diamonds and how to select diamonds. Blue Nile's unique, high-quality diamond photographs are a key part of its business strategy to encourage and enhance online diamond sales.
- Blue Nile's approach to diamond sales and its reputation for excellence has gained notice from publications such as Forbes, Time, and Money. In addition, since 2002, Blue Nile has annually been awarded the Bizrate.com "Circle of Excellence Platinum" award, which

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recognizes the best online customer service as ranked by actual consumers. Blue Nile is the only jeweler to have ever received this award.

- 13. Blue Nile provides its diamond retail services solely through its Internet websites, www.bluenile.com (serving the United States), www.bluenile.ca (serving Canadian customers), and www.bluenile.co.uk (serving the United Kingdom).
- 14. Blue Nile's websites are available globally, and it sells diamonds and diamond jewelry via its websites in interstate commerce throughout the United States, and elsewhere.
- 15. Blue Nile's websites include numerous photographs of diamonds. Due to the nature of diamond cutting and the manner in which diamonds reflect light, it is extremely difficult, costly and time-consuming to photograph diamonds and each photograph of a diamond is as unique as a fingerprint.
- 16. The diamond photographs on the Blue Nile websites were created exclusively for Blue Nile at Blue Nile's sole expense. Blue Nile owns all rights, title and interest, including copyrights, in and to the photographs of diamonds displayed on its websites. Blue Nile has registered copyrights in the diamond photographs displayed on its websites, including the following registration:

Reg. No.	Reg. Date	Title
VA 1-264-435	May 25, 2004	Product Line 2000, Blue Nile

True and correct copies of this registration certificate and one of the photographs covered by the registration are attached as Exhibit A at 12-14.

B. THIS IS THE THIRD COMPLAINT FOR UNLAWFUL COPYING OF BLUE NILE DIAMOND PHOTOGRAPHS ON DIAMOND.COM

17. This case is not the first instance of Diamond.com copying Blue Nile's distinctive diamond photographs.

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- 18. In mid-2005, Blue Nile discovered that the Diamond.com website directly copied key features and unique visual expressions of the Blue Nile websites, including Blue Nile's copyrighted diamond photographs.
- As a consequence, on or about September 30, 2005, Blue Nile filed a complaint for copyright infringement against the then owner of the Diamond.com business, Odimo Inc., in the U.S. District Court for the Western District of Washington, styled Blue Nile Inc. v. Odimo <u>Inc.</u>, No. 05-CV-1653 JLR. The complaint sought injunctive relief and damages for Diamond.com's illicit copying of Blue Nile's visual expression of diamond selection features on Blue Nile's diamond search webpages and of Blue Nile's unique diamond photographs. This action was eventually settled as memorialized in a written agreement effective April 25, 2006 (the "Odimo Settlement Agreement"). A copy of the Odimo Settlement Agreement is available to be filed with the Court upon entry of an appropriate protective order or upon stipulation.
- During this period, Ice.com, under the management, direction and control of Mr. Gniwisch, was investigating and negotiating the purchase of the Diamond.com business, including website, from Odimo. Upon information and belief, in the course of these activities, Ice.com and Mr. Gniwisch became aware of Blue Nile's lawsuit and allegations regarding Diamond.com's infringements, including the allegation that photographs displayed on the Diamond.com website were illicit copies of and infringed Blue Nile's unique copyrightprotected diamond photographs. Upon information and belief, on or about May 11, 2006 (approximately two weeks after the first lawsuit was settled), Ice.com acquired and took over operation of the Diamond.com business and website.
- 21. By June 2006, shortly following Ice.com's acquisition, the Diamond.com website again mimicked and copied Blue Nile's protected intellectual property, including Blue Nile diamond photographs.
- Consequently, on or about July 25, 2006, Blue Nile filed a second complaint for infringement of its intellectual property and other rights in the U.S. District Court for the

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Western District of Washington. Both Ice.com and Odimo were defendants and the case was styled Blue Nile Inc. v. Ice.com, Inc. and Odimo Inc., No. 06-CV-1002 RSL.

- The parties eventually reached a settlement that was memorialized in an 23. agreement effective January 30, 2007 (the "Ice.com Settlement Agreement"). A copy of the Ice.com Settlement Agreement is available to be filed with the Court upon entry of an appropriate protective order or upon stipulation.
- Nonetheless, on or about March 28, 2007, Blue Nile discovered one of its principal diamond photographs copied and displayed on the Diamond.com website again. See Exhibit B at 15-17.
- The Blue Nile photograph copied on the Diamond.com website this time is Blue Nile's round-cut diamond photograph. This photograph is featured prominently on the Blue Nile website to advertise and promote the sale of diamonds and diamond jewelry. Examples of the use and display of this photograph on the Blue Nile website are attached as Exhibit C at 18-25.
- 26. Blue Nile's copyright in this round-cut diamond photograph is registered with the Copyright Office under Copyright Registration No. VA 1-266-457. A copy of the registration certificate is attached as Exhibit A at 12-13.
- Blue Nile has not authorized Ice.com, or any third party acting on Ice.com's behalf, to copy, display or otherwise use Blue Nile's original and unique diamond photographs.
- Ice.com's unauthorized copying and display of Blue Nile's diamond photograph infringes Blue Nile's copyrights and is a material breach of the Ice.com Settlement Agreement.
- As a direct and proximate result of Ice.com's and Mr. Gniwisch's acts, Blue Nile 29. has suffered and continues to suffer immediate, irreparable harm that cannot adequately be remedied at law. Blue Nile is entitled to injunctive relief as well as damages in an amount to be established at trial.

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Upon information and belief, Ice.com's and Mr. Gniwisch's actions were 30. intentional, willful, wanton and undertaken in disregard of the rights of Blue Nile.

V. CAUSES OF ACTION

FIRST CAUSE OF ACTION AGAINST ALL DEFENDANTS DIRECT COPYRIGHT INFRINGEMENT, 17 U.S.C. § 101 et seq.

- Blue Nile realleges and incorporates by reference the allegations in paragraphs 1 through 30 above as if fully set forth herein.
- Blue Nile has registered copyrights in the diamond photographs displayed on its websites. See Exhibit A.
 - Ice.com had access to Blue Nile's websites, including the diamond photographs.
- 34. Ice.com, under the management, direction and control of Mr. Gniwisch, copied, displayed and/or created derivative works from Blue Nile's diamond photographs.
- Mr. Gniwisch has the right and ability to supervise those responsible for the infringing conduct.
 - 36 Ice.com is not licensed or authorized by Blue Nile to use its copyrighted works.
- 37. The foregoing acts of Ice.com and Mr. Gniwisch constitute direct infringement of Blue Nile's exclusive rights in its copyrighted works under 17 U.S.C. § 106.
- 38. Blue Nile has been and will continue to be damaged as a result of this unlawful infringement of Blue Nile's copyrighted works in an amount to be proven at trial.
- Upon information and belief, Ice.com's and Mr. Gniwisch's actions were intentional, willful, wanton, and performed in disregard of the rights of Blue Nile.

SECOND ALTERNATIVE CAUSE OF ACTION AGAINST ALL DEFENDANTS VICARIOUS COPYRIGHT INFRINGEMENT, 17 U.S.C. § 101 et seq.

40. Blue Nile realleges and incorporates by reference the allegations in paragraphs 1 through 39 above as if fully set forth herein.

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- 41. Blue Nile has registered copyrights in the diamond photographs displayed on its websites. See Exhibit A.
- Blue Nile's diamond photographs, or derivatives thereof, are copied and/or displayed on the Diamond.com website.
- Ice.com, under the management, direction and control of Mr. Gniwisch, had the 43. right and ability to supervise the selection, creation and placement of photographs on the Diamond.com website.
- 44. Mr. Gniwisch has the right and ability to supervise those responsible for the infringing conduct.
- Ice.com and Mr. Gniwisch have an obvious and direct financial interest in the selection, creation and placement of photographs on the Diamond.com website.
 - Ice.com is not licensed or authorized by Blue Nile to use its copyrighted works.
- 47 The foregoing acts constitute vicarious infringement of Blue Nile's exclusive rights in its copyrighted works under 17 U.S.C. § 106.
- 48 Blue Nile has been and will continue to be damaged as a result of this unlawful infringement of Blue Nile's copyrighted works in an amount to be proven at trial.
- 49. Upon information and belief, Ice.com's and Mr. Gniwisch's actions were intentional, willful, wanton, and performed in disregard of the rights of Blue Nile.

THIRD ALTERNATIVE CAUSE OF ACTION AGAINST ALL DEFENDANTS CONTRIBUTORY COPYRIGHT INFRINGEMENT, 17 U.S.C. § 101 et seg.

- Blue Nile realleges and incorporates by reference the allegations in paragraphs 1 through 49 above as if fully set forth herein.
- Blue Nile has registered copyrights in the diamond photographs displayed on its websites. See Exhibit A.

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- 52. Blue Nile's diamond photographs, or derivatives thereof, are copied and/or displayed on the Diamond.com website.
- Ice.com, under the management, direction and control of Mr. Gniwisch, had knowledge that Blue Nile's diamond photographs, or derivative works thereof, were being copied and/or displayed on the Diamond.com website.
- 54. Ice.com, under the management, direction and control of Mr. Gniwisch, induced, caused or materially contributed to the infringing acts alleged herein.
- 55. Mr. Gniwisch has the right and ability to supervise those responsible for the infringing conduct.
 - Ice.com is not licensed or authorized by Blue Nile to use its copyrighted works.
- 57. The foregoing acts constitute contributory infringement of Blue Nile's exclusive rights in its copyrighted works under 17 U.S.C. § 106.
- 58. Blue Nile has been and will continue to be damaged as a result of this unlawful infringement of Blue Nile's copyrighted works in an amount to be proven at trial.
- Upon information and belief, Ice.com's and Mr. Gniwisch's actions were 59. intentional, willful, wanton, and performed in disregard of the rights of Blue Nile.

FOURTH CAUSE OF ACTION AGAINST DEFENDANT ICE.COM BREACH OF CONTRACT

- Blue Nile realleges and incorporates by reference the allegations in paragraphs 1 60. through 59 above as if fully set forth herein.
 - 61. Ice.com entered into the Ice.com Settlement Agreement.
 - 62. Blue Nile satisfied its obligations under the Ice.com Settlement Agreement.
- 63. The foregoing acts of Ice.com materially breach express and implied terms of the Ice.com Settlement Agreement.
 - 64. Ice.com's breach of the Ice.com Settlement Agreement is willful and malicious.

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65. Blue Nile has been and will continue to be damaged as a result of Ice.com's breach in an amount to be proven at trial.

FIFTH CAUSE OF ACTION AGAINST DEFENDANT ICE.COM BREACH OF IMPLIED COVENANT OF GOOD FAITH AND FAIR DEALING

- Blue Nile realleges and incorporates by reference the allegations in paragraphs 1 66. through 65 above as if fully set forth herein.
- 67. There is implied into the Ice.com Settlement Agreement covenants of good faith and fair dealing.
 - 68. Ice.com's conduct breached these covenants of good faith and fair dealing.
- 69. Ice.com's conduct in breaching these covenants of good faith and fair dealing was willful and malicious.
- As a result of Ice.com's wrongful actions, Blue Nile has suffered damages in an amount to be proven at trial.

VI. JURY DEMAND

Pursuant to Federal Rule of Civil Procedure 38(b), Blue Nile demands a trial by jury as to all issues so triable in this action.

VII. PRAYER FOR RELIEF

WHEREFORE, plaintiff Blue Nile, Inc. prays for the following relief:

1. A preliminary injunction and permanent injunction enjoining and restraining Ice.com, Mr. Gniwisch, and their officers, agents, servants, employees and all persons in active concert or participation with them during the pendency of this action and thereafter perpetually from copying, distributing, displaying, creating derivative works or otherwise using protected elements of Blue Nile's copyrighted works, including, but not limited to, Blue Nile's original diamond photographs;

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- 2. An award of damages sustained by Blue Nile pursuant to 17 U.S.C. § 504(b), Icc.com's contract obligations, and as otherwise permitted by law;
- 3. An accounting and award of profits and other unjust enrichment derived by Ice.com and Mr. Gniwisch from their unlawful conduct pursuant to 17 U.S.C. § 504(b) and as otherwise permitted by law;
- 4. An award of statutory damages pursuant to 17 U.S.C. § 504(c) and as otherwise permitted by law;
- 5. An award of Blue Nile's costs of suit, including reasonable attorneys' fees pursuant to 17 U.S.C. § 505 and as otherwise permitted by law;
 - 6. For an award of prejudgment and post-judgment interest; and
 - 7. For such other relief as the Court may deem just and proper.

DATED: April 9, 2007

PERKINS COIE LLP

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Rebecca S. Engrav, WSBA No. 33275 Angela R. Martinez, WSBA No. 38326

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Email: emcdougall@perkinscoie.com rengrav@perkinscoie.com amartinez@perkinscoie.com

Attorneys for Plaintiff Blue Nile, Inc.

Certificate of Registration



This Certificate issued under the seal of the Copyright Office in accordance with title 17, United States Code, anests that registration has been made for the work identified below. The information on this certificate has been made a part of the Copyright Office records.

Marybeth Peters
Register of Copyrights, United States of America

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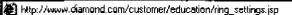
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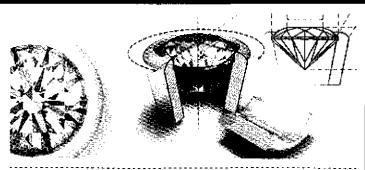
Can't find the answer here? <u>A#k Diamond com experts.</u>

There's more than just the diamond when purchasing a diamond ring. You will also have to decide how you want the diamonds to be set with your ring.

This, like the shape of the stone itself is purely a matter of personal style. In addition to the style, the metal that the setting itself is crafted from is an important consideration. Here, we present several of the most popular setting styles, along with brief descriptions of what makes each one special.

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- ▶ Three Stone Rings
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A bezel setting holds a genistone in place using a thinband of metal that surrounds the stone at its middle, or girdle. It can completely or partially surround the stone, depending on the style and look desired. This type of setting provides good protection for the middle (girdle) and bottom (pavilion) portions of a stone. Bezel settings can have straight or scalloped adges, and can be molded to accommodate many shapes of stones.



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Prong Setting

In a prong setting, the gemstone is held in place by a number of metal prongs, which rise above the main body of the ring and are bent over the stone to hold it in place. The number of prongs varies according to the stone's shape, as does their height above the main body of the



Ex. B, p. 16

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- ▶ <u>⊜ar Setting</u> Cluster Setting
- Invisible Setting ▶ Tension Setting

- ▶ Bexal Setting ▶ <u>Pavé Setting</u>
- ▶ Prong Setting

Soldanie Setting



Very popular in bridal rings, this four- or six-prong style is called a "Tiffany" setting, because it was originally developed by the founder of Tiffany & Co. in 1986. A prong setting allows the most light to enter a gernstone from all angles, maximizing its brilliance. Six prongs also provide added security in holding the stone.



Ex. B, p. 17

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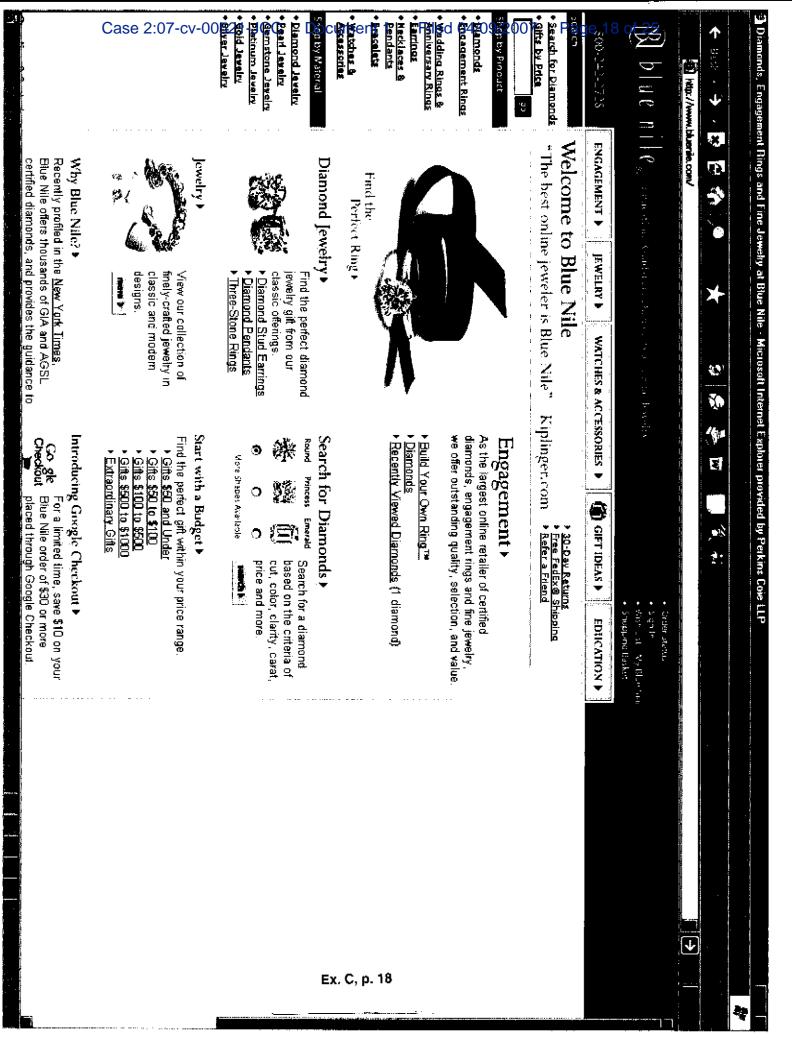


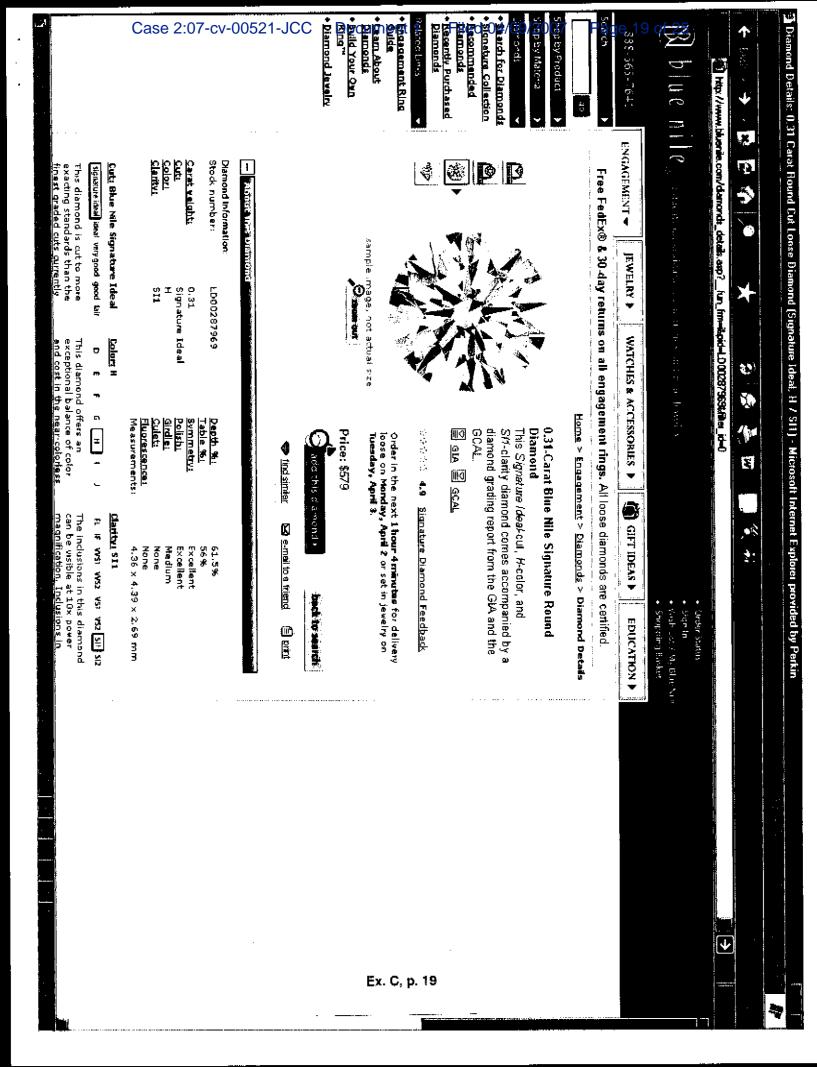












Choose Your Diamond Size

See the chart below to get an idea of the size of diamond that best suits your budget. You'll find a wide range of diamond sizes is available within a given budget. Next, you'll narrow this range when you decide on the quality of your diamond.

Ex. C, p. 21

Princess

This is our most popular non-round diamond. Its beautiful brilliance and unique cut makes it a tavorite

finest ideal round diamonds available, view the Blue Nile Signature Round Collection

Special in usuals

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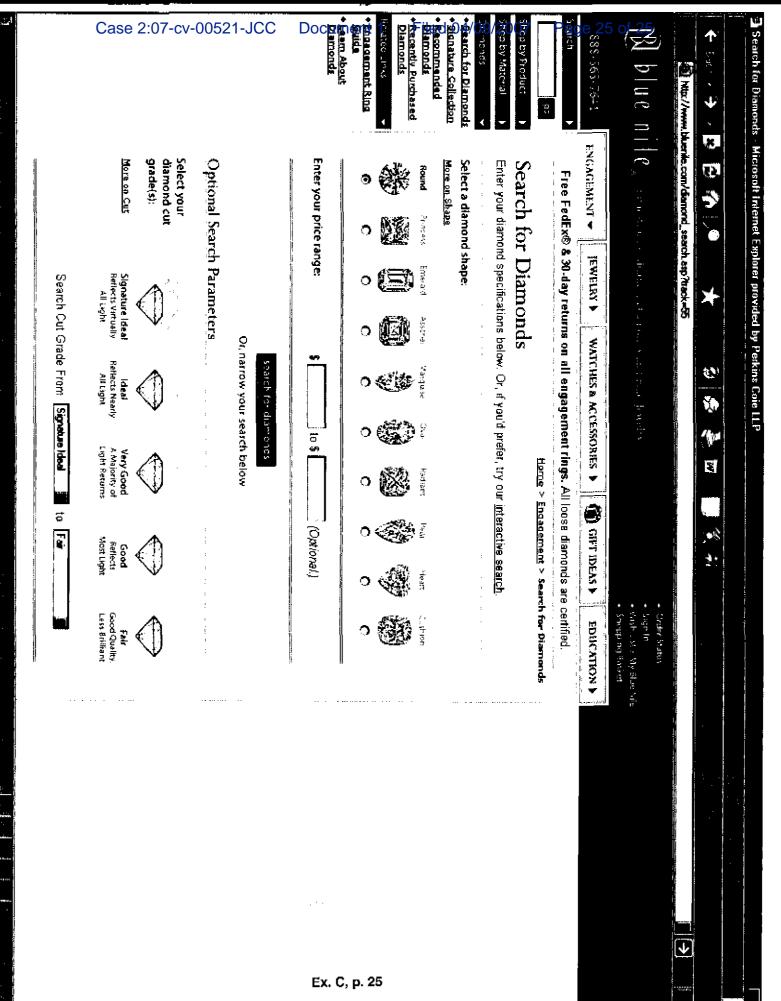
Or, narrow your search below

Ex. C, p. 22

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Ex. C, p. 24

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